

Message Text

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APPROVED BY EUR/ EE - MR. BAKER

EB/ EWT - MR. WRIGHT

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FM SECSTATE WASHDC

TO AMEMBASSY SOFIA

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E. O. 11652: N/ A

TAGS: PFOR, BU, US

SUBJECT: TRADE PROMOTION DELEGATION LED BY LUKANOV

REF: DEPTTEL 46637, DEPTTEL 62390

1. BULGARIAN AMBASSADOR ZDRAVCHEV CALLED ON EUR/ EE DIRECTOR BAKER APRIL 6 TO PRESENT DETAILS ON PROPOSED VISIT OF TRADE PROMOTION DELEGATION HEADED BY DEPUTY MINISTER OF FOREIGN TRADE LUKANOV.

2. ZDRAVCHEV SAID DELEGATION WOULD CONSIST OF FOLLOWING MEMBERS: LUKANOV; EMIL KHRISTOV OF STATE COUNCIL; FILIP ISHPEKOV OF COUNCIL FOR ECONOMIC COOPERATION; ASSEN ZLATENOV, VICE PRESIDENT OF FOREIGN TRADE BANK; DIMITAR SUBEV, DEPUTY CHIEF OF EIGHTH DEPT, MINISTRY OF FOREIGN AFFAIRS; GEORGIY TOROMANOV, MINISTER OF FOREIGN TRADE. A NUMBER OF OTHER " EXPERTS" WOULD BE ON THE DELEGATION.

3. ZDRAVCHEV SAID THE GROUP WOULD HOLD GENERAL
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DISCUSSIONS IN WASHINGTON ON TRADE PROMOTION MATTERS AND THEN INVESTIGATE TRADE OPPORTUNITIES IN FOUR GENERAL FIELDS: CIGARETTE MANUFACTURING MACHINERY, EQUIPMENT FOR HARVESTING AND PROCESSING FRUITS AND VEGETABLES, FORK LIFT MANUFACTURING AND EQUIPMENT, AND METALWORKING MACHINERY.

4. ZDRAVCEV NOTED THAT LUKANOV HAD ACCEPTED THE US POSITION THAT THE VISIT WAS TO BE FOR TRADE PROMOTION PURPOSES ONLY AND WOULD NOT INVOLVE ANY DISCUSSIONS ON A TRADE AGREEMENT.

5. ZDRAVCEV SAID GROUP DESIRES COME AROUND APRIL 21 FOR A STAY OF ABOUT 7 DAYS IN WASHINGTON AND 3 IN NEW YORK. IN WASHINGTON THEY WOULD HOPE TO CALL ON COMMERCE SECRETARY DENT AND UNDER SECRETARY CASEY AND VARIOUS OTHER USG OFFICIALS.

6. BAKER SUGGESTED THAT IN DISCUSSING A DETAILED ITINERARY WITH COMMERCE OFFICIALS, ZDRAVCEV SHOULD CONSIDER HAVING GROUP SPEND LESS TIME IN WASHINGTON AND MORE VISITING BUSINESS REPRESENTATIVES IN FIELDS IN WHICH BULGARIANS INTERESTED, SINCE TWO WORKING DAYS WOULD BE SUFFICIENT FOR CALLS THEY HAD IN MIND IN WASHINGTON. HE NOTED THAT OFFICIALS IN WASHINGTON WOULD BE GLAD TO RECEIVE THE DELEGATION, ALTHOUGH BECAUSE OF UNCERTAINTY OVER SCHEDULES, IT WAS NOT POSSIBLE TO SPECIFY WHOM THE GROUP WOULD SEE IN STATE. BAKER STATED THAT PRECISE DATES WOULD DEPEND ON COMMERCE DEPARTMENT, AGREEING WITH ZDRAVCEV THAT DEPUTY ASSISTANT SECRETARY LAZARUS WOULD BE LOGICAL HOST FOR WASHINGTON PORTION OF TRIP. ZDRAVCEV SAID HE PLANNED TO CALL ON LAZARUS APRIL 9.

7. COMMENT: WHEN DATES ARE SET DEPARTMENT WILL INSTRUCT EMBASSY TO CONVEY THEM TO LUKANOV AND GET CLEAR STATEMENT OF HIS UNDERSTANDING OF NATURE OF TRIP ESPECIALLY IN LIGHT OF SOFIA'S 380 JUST RECEIVED. ROGERS

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